

ARABIAN AMERICAN OIL COMPANY

A CORPORATION
SHOREHAM BUILDING
WASHINGTON 5, D. C.

February 28, 1958

Mr. Allen Dulles,
Central Intelligence Agency,
2430 E Street, N. W.
Washington 25, D. C.

Dear Mr. Dulles:

These are the days when everybody is again considering the question of foreign aid and Point IV. At the risk of being called a reactionary I venture to doubt whether Point IV as it is now administered has, except in a few cases, been of any notable help in furthering the progress of American relations abroad. This has not been the fault of the concept, but rather originates in the very weight of government red tape and the shortage of people adapted to the foreign scene, that is people who fit into strange environments satisfactorily.

It is my conviction, however, that the job which it was proposed to do through Point IV on a government level can be done more efficiently by private initiative. I remember some thirty years ago that a Secretary of Commerce came to New York and told the oil companies that possibly the American future depended upon them and their ability to go abroad and produce oil in foreign countries. The effect was electric and by the way, that Secretary of Commerce was Herbert Hoover. As a result explanatory work was started by the companies throughout the world and the consequence is seen today in the vast interests of the petroleum industry in many countries and the tremendous effect which these interests have produced in the various countries in increase of wage rates, national wealth, standards of living. We have made a profit out of doing it.

It seems to me that at the present day we stand at a somewhat similar crossroads. Are we a great nation with relations extending throughout the world, both financial and political, or are we going to remain provincial? The question of being either the one or the other hinges largely on the ability of the industrial part of our community to go abroad and to develop in the various

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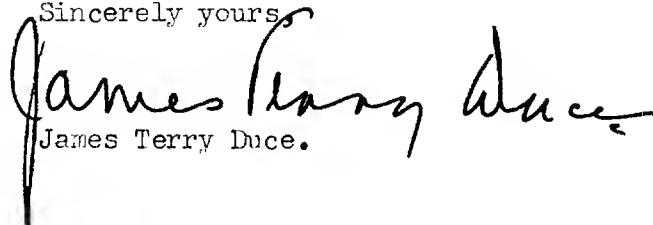
areas American forms of venture which will affect the standards of living in the same way that the activity of the oil companies has done in so many countries.

It needs, however, the inspiration of some great public figure to turn men's minds away from their preoccupation with things at home. While talking to a prominent industrialist the other day about doing some work in the phosphate industry abroad, I suggested there were some spots in the Middle East where he could turn his activities to a profit and his reply was that he had lots of other things to do in the United States and if he had capital he would be doing these other things at home rather than going into a forlorn and desolate area abroad.

It seems to me that if the President of the U. S. were to recommend to the business community that they as citizens had a study to perform in going abroad and helping with the development of the rest of the world, it might well be that we would have a change of spirit and that we might get along with a lot of things that need doing so badly.

It is my impression, I might add, that the resources of the world have been poorly explored; that they are much larger than presently believed and that there are many important things to do in many parts of the world to which we have not given even reasonable thought. For example, there appeared in last Sunday's paper the report on the development of the Mekong River. I am sure similar reports could have been made on Salween, the Brahmaputra and on many of the river valleys in Latin America, and such areas as the Congo Basin. The Nile valley needs a thorough survey. Some things are being done, but the great things have yet to be done. An appeal from the President to private industry to get some of these things under way together with some help from the banking community, might well change the face of the world, particularly from the viewpoint of beating the communist to the punch. It seems to me that this a time when we have to show our abilities, not so much as a government, but as an industrial community which can step out and take the measure of any group in the world. If we don't, I am afraid we will lose the battle.

Sincerely yours,


James Terry Duce.

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